



**MINUTES
DEVELOPMENT COMMITTEE
UNA FOUNDATION**

Friday, March 13, 2020; 10:30 a.m. – 11:30 a.m.

The Guillot University Center – Banquet Hall E

Present: Chair Jim Page, Vice Chair Brad Botes, Melissa Long, Chester McKinney Robert Steele (zoom) and Stephanie Teichmiller

Absent: Derrick Mills, Uhland Redd

Others Present: Jason McNeal

Staff Liaison: Barbie Terry

The meeting was called to order at 10:30 a.m. by Jim Page, Chair. A welcome was extended by Chair Page and Robert Steele joined the meeting remotely. Chair Page presented the minutes from the November 15, 2019 meeting to the committee. A motion was made and the minutes from the previous meeting were approved. Chair Page then turned the meeting over to Ms. Barbie Terry for an Office of Advancement update.

Ms. Terry went over the fiscal year to date fundraising numbers. With 44% of the year elapsed, 88% of the dollar goal has been raised. She explained that the goal was determined by taking the last 3 years' average and adding 10%. This year is a baseline year to determine the potential of the team. Next, Ms. Terry updated the committee on the newly developed Women in Philanthropy Co-Chaired by Member Dr. Stephanie Teichmiller. Member Brad Botes recommended that men be allowed to make donations in honor of women to the fund. Last, Ms. Terry discussed the most recent 2 naming opportunities approved by the Board of Trustees and the financial significance. She talked about Weldon Cole's quote about being grateful for the College of Business but choosing to give to the Honors College and how that aligns with the Basics of Philanthropy that we are striving to achieve across the board.

Next, Chair Page and Ms. Terry gave a Derby update. We are on track to have the same number of tables as past years. Chair Page asked for members to help with live auction items. Ms. Terry mentioned that it is on the radar that a contingency plan may need to be in place in case of rescheduling due to Coronavirus and University adjustments. Members Botes and McKinney mentioned Greek life and inviting members to participate in Derby and other events. Ms. Terry offered to bring this to the attention to Alumni Director, Bishop Alexander for the possibility of affinity reunions to for engagement.

Throughout the meeting conversation, the idea of the Basics of Philanthropy was discussed. This is the idea that we give all alumni and friends the opportunity to get involved in a way that they are most comfortable leading

to giving to UNA in a way that feels good and aligns with their philanthropy heart. Dr. Jason McNeal shared that in addition to helping the Development Team identify individuals to cultivate and educate on the basics of philanthropy, the Development Committee is charged with encouraging all members of the Foundation Board to give and to make UNA one of their top three philanthropic priorities.

The meeting adjourned at 11:35 a.m.